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SUBJECT: ICP FOR FISERV CBS WORLDWIDE

REF:(A) USDOC DISDIR ORLANDO, FLORIDA OF JULY 27,2004

1.COUNTRY: SRI LANKA
2.COUNTRY CODE: 542
3.CASE NUMBER: NA
4.REPORT DATE: October 04, 2004
5.COMPANY NAME: E-W Information Systems(EWIS)
6.ADDRESS: Methodist Central Building, 252
Galle Road, Colombo 3
7.CONTACT: Sanjeewa Wickramanayake
8.TITLE: Chairman/CEO
9.PHONE: 94-11-2338484/4520520
10.FAX.: 94-11-2447303
11.EMAIL: ewis@ewisl.net
WEBSITE: WWW.EWISL.NET
12.YEAR ESTAB.: 1986
13.SIZE: Medium
14.SALES: USD 9.5 Million
15.EMPLOYEES: 325
16.MEMBER OF LOCAL CHAMBER: Ceylon Chamber of Commerce
17.HS CODE/BUSINESS CODE/PRODUCTS AND SERVICES:

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17. HS CODE/BUSINESS CODE/PRODUCTS AND SERVICES:
IT Software Solutions, IT hardware Trading,
Assembling PCs, Consultancy, IT Training, Wireless
Communication, Internet Service Provider.

19.FOREIGN SALES: NA
20.FOREIGN FIRMS REPRESENTED: IBM, HP, Microsoft,
Lexmark, Computer Associates, Sony, Imation,
AutoDesk, Cannon.

21.COMPANY BACKGROUND: E-W Information Systems
commenced operations in 1986 in response to new
growth in Information Technology, and was the
pioneer IBM business partner. The company was
started by two of Sri Lanka's prominent business
persons, who also have interests in shipping,
television, bunkering and other businesses. The
company had a change of ownership in 1996, and the
present Chairman/CEO was an employee of the previous
owners. EWIS has also collaborated with the Japanese
Computer Printing Company, Toppan Forms, which now
owns a twenty percent stake in E-WIS Toppan Forms
Colombo. The company has been in the forefront of
the IT sector and is well informed about IT-related
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government and private sector projects/plans in the
country. The company is headquartered in one of
Colombo's premier business locations, in very close
proximity to the US Embassy. The company has also
regionalized its operations with offices and service
centers in the Western, Southern, Eastern, Northern,
Central and North Western regions of the country.

22.FINANCIAL/BANK REFERENCE: Hongkong & Shanghai
Banking Corporation, Sir Baron Jayatilake Mawatha
Colombo 1.

23.FINANCIAL DATA (2002/2003-USD): Sales 9.6 million,
Accumulated Profits 200,000.00, Paid up Capital
425,000. Total Assets 9.3 million.

KEY COMPANY OFFICIALS: Sanjeewa Wickramanayake is
the Chairman and CEO of the EWIS Group. Mr.
Wickramanayake is the major shareholder, with
Rajendram Christostam being the other shareholder in
the company. Mr. Christostam is also the Director
of Finance for the EWIS Group. At time of transfer,
Mr. Wickramanayake paid a sum of US\$500,000 to obtain
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ownership of the company. Six directors comprise
the EWIS Board and each strategic Business Unit
(SBU) is under the direction of a General Manager
who is responsible for the performance of each
respective SBU. The founders of the company no
longer have any interest in the firm.

25.TRADE/FINANCIAL REFERENCES:

a)Bank References: Hongkong & Shanghai Banking

Corporation, Sir Baron
Jayatilake Mw; Colombo 1
Tel: 94-11-2446591
Contact: Ms. Tehani Pilimatalawa

b)Trade References: Sri Lanka Telecom
Lotus Road, Colombo 1

Ministry of Education
'Isurupaya' Sri Jayawardenapura
Kotte, Battaramulla

Unilever Ceylon Ltd
258, Vincent Perera Mw;
Colombo 14

Colombo Stock Exchange
Level 4/5 West Wing
World Trade Center
Colombo 1

British American Tobacco
178 Srimath Ramanathan Mw;
Colombo 15

26.MARKET INFORMATION AND OUTLOOK: EWIS operates in one of the most vibrant and competitive product/service sectors in the country. Being a pioneer in the IT industry, EWIS has cultivated strong relationships with both government and private sector entities over the years. The company has worked with some of the major blue chip companies as well as government agencies in implementing IT projects in the country. EWIS is the first IT company in the country to be awarded the ISO 9002 certification for marketing and servicing, and subsequently obtained the ISO 9001 quality system. It has also been awarded numerous performance awards from international vendors and industry. EWIS has many new projects lined up, and is currently negotiating with a US company for maintenance and equipment service for an online lottery. It is also looking at collaborating with a renowned Indian company to offer business process training in Sri Lanka. This is expected to have widespread acceptance among the private sector, as there is a dearth of trained professionals available in the job market. Partnering with a major mobile telecommunications service provider is another effort the company currently is pursuing. The potential for the IT industry in Sri Lanka is great. Most government agencies and almost all private sector organizations have computerized operations. The government has initiated computer training in approximately 600 government-owned schools and will be looking at expanding the project to include more schools with donor funding. The World Bank recently allocated \$53 million to the GSL for IT, which will come under the purview of Information and Communication Technology Agency for Sri Lanka (ICTA). The areas for which the funds are earmarked are E-Procurement, E-Foreign Employment, E-Pensions and E-motoring. Industry sources disclose that 60-70 percent of these projects will require a foreign component, which provides scope for American IT firms.

27.REPUTATION: Good.

POST EVALUATION: EWIS is a reputable company in the IT sector, having secured major projects both in the government and private sector corporations. Post Commercial Specialist visited the company and had a long discussion with the Chairman, Mr. Wickramanayake who provided all required information without hesitation and also talked in-depth about his company's plans and the scope for the IT industry in the country. According to the Chairman of the Computer Society in Sri Lanka, EWIS has a good reputation in the IT industry in the country and is an ethical and well-run business entity. The company also has the financial resources to implement large government and private sector IT projects. The company's bankers have stated that EWIS has maintained a satisfactory banking relationship for over 15 years and is offered credit facilities on a secured basis, which is standard practice in the local banking sector. EWIS also has good GSL connections irrespective of the party in power and maintains good relationships with the diplomatic community including donor agencies.

There are no known adverse local, economic, industry conditions that will affect a normal business relationship with an overseas company.

29.RECOMMENDATION: Embassy has reason to believe EWIS is a good business partner for U.S. companies, based on our information, discussion with EWIS, its bank and the President of the Computer Society of Sri Lanka.

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